

Bharathidhassan.S

Business Development Manager

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Career Objective

Business Development Manager with 5+ years' experience to lead; to challenge and be challenged in a marketing development position, ready to use skills to analyse and improve marketing and salesmen operational performance.

Employment and Work Experience

Business Development Manager

PrepLadder – Pondy Region

17th APR 2023– Till Now

- Oversees day to day sales, monitoring and forecasting better to understand the Market.
- Take calculative risks to increase Profitability and brand recognition.
- Work in a hands-on fashion to build the team.
- Stay up to date in the market trends.
- Visiting the Medical colleges in and around the assigned location.
- Customer Relationship Management and Partnership that adds value.

Business Development Associate

BYJU'S – Chennai

27th OCT 2021 – 25th FEB 2023 (1.5Years)

- Using networks and online research identify and qualify new sales leads.
- Follow up on any sales leads, clearly providing pertinent facts.
- Use telephone, email, and internet contact to build and maintain strong connections with new and existing partners.
- Become a product expert and be able to effectively present the company's items to current and new customers.
- Meet sales targets and KPIs on a weekly and monthly basis.
- Attend conferences, meetings, and industry events on behalf of the company.

Business Development Manager
Cyclods technology – Pondicherry
7th Sept 2020 – 15th Oct 2021 (1.1 Years)

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

Ligature publisher service Pvt LTD.,
Client Coordinator [Paginator] – Pondicherry
17th August 2017 – 03rd August 2020 (3 Years)

- Base alignment or Facing page alignment need to be fixed.
- Grid alignment needs to be fixed for double column jobs (except Head levels, Floating elements).
- Avoid loose or tight lines, Missing fonts should be updated.
- Keep 3 lines of text, If any head levels appear in bottom of page.
- Minimum 5 lines should be placed in a page.
- Need to check running head for each an–d every chapter.
- Avoid three consecutive lines with the same word at the start and end of lines.
- Any landscape tables appear in full page, Keep drop folio instead of running head (if necessary).
- Table body text can be reduced one or two points if necessary.
- Check the floating items, Table, Figure and Boxes, are placed near their citation.
- Fix continued style if any figure and table

Education

2013 – 2017	B.Tech-EEE 73%	Indian Institute of Integrated Science and Technology Chennai.
2012 – 2013	12th 62%	Sai School of Higher Education Chennai.
2010 – 2011	10th 50%	Swami Vivekanand Vidyalaya High School Puducherry.

Skills

- Good business sense
- A deep understanding of marketing principles
- Good communication skills
- A positive attitude
- Negotiation skills
- Plenty of initiative

Personal Information

Father name	:	S.Seran
Date of Birth	:	08.03.1995
Languages Known	:	Tamil, English (read, write and speak).
Marital Status	:	Unmarried.
Address	:	Plot No 11, Ganapathy Street, Thirumal Nagar Nainarmandapam, Mudaliarpet, Puducherry Pincode: 605004

Declaration

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above mentioned particulars.